



# Star #1 Thank You Awards

Choose one item from this list for just \$15 by returning your qualified guest list within three days. See our new Spring 2014 catalog for item descriptions.

## Star #1

Choose a "Thank You" Award Item Name \_\_\_\_\_ Value \$ \_\_\_\_\_



Aruba Sunset Necklace  
12214 \$94



Fascinated Necklace  
12253 \$110



Point of View Necklace  
11997 \$68



Connections Necklace  
Hematite 12004 \$69



Connections Necklace  
Rose Gold 12004 \$69



Connections Necklace  
Gold finish 12004 \$69



Connections Necklace  
Silver finish 12004 \$69



Solara Necklace  
12206 \$98



Euphoria Necklace  
12218 \$86



Gilded Necklace  
12245 \$99



Hot Stuff Necklace  
12222 \$89



Whimsy Necklace  
12208 \$97



Seduction Necklace  
12225 \$73



Applause Ring  
12230 \$82



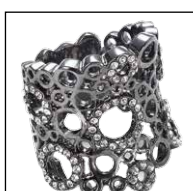
Hamptons Ring  
12257 \$94



Celine Necklace  
Blue 12248 \$115



Celine Necklace  
Green 12248 \$115



Ovation Ring  
Hematite 12227 \$58



Ovation Ring  
Silver finish 12227 \$58



Highlight Necklace  
11914 \$102



Dominique Bracelets  
11763 \$74



Angel Necklace  
Silver finish 11851 \$63



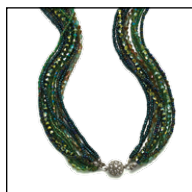
Pretty Please Necklace  
Silver finish with lavender  
11923 \$75



Mix & Match Earrings  
Gold finish 11442 \$74



Hoop Earrings  
Silver finish 11892 \$74



Ivy Necklace  
11864 \$99



Ivy Bracelet  
11866 \$65



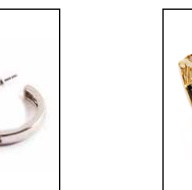
Angel Necklace  
Rose Gold 11851 \$63



Pretty Please Necklace  
Gold finish 11923 \$75



Mix & Match Earrings  
Rose Gold 11442 \$74



Hoop Earrings  
Gold finish 11892 \$74



Passion Necklace  
11908 \$82



Fusion Necklace  
11921 \$99



Angel Bracelet  
Silver finish 11852 \$74



Pretty Please Necklace  
Hematite 11923 \$75



Mix & Match Earrings  
Hematite 11442 \$74



Hoop Earrings  
Hematite 11892 \$74



Sapphire Ring  
10778 \$93



Truffles Ring  
10779 \$93



Angel Bracelet  
Rose Gold 11852 \$74



Pretty Please Necklace  
Silver finish with clear  
11923 \$75



Mix & Match Earrings  
Silver finish 11442 \$74



Hoop Earrings  
Rose Gold 11892 \$74



Casablanca Necklace  
10990 \$110



Venice Bracelet  
11274 \$102



Diamond Couture Necklace  
11700 \$98



Step Up Necklace  
Rose Gold 11711 \$83



Roma Necklace  
11381 \$99



Hoop Earrings  
Rose Gold 11892 \$74



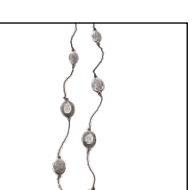
Exposure Necklace  
11865 \$99



Exposure Bracelet  
11867 \$65



Diamond Couture Bracelet  
11701 \$87



Step Up Necklace  
Hematite 11711 \$83



Luxedo Necklace  
11087 \$110



# Star #2 Customer Order Credit

\$20 CREDIT for each customer order

## Star #2

List your favorite item choices:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



With ten or more orders,  
the Star 2 hostess credit  
**DOUBLES** from \$20 to \$40  
per order!



# Star #3 Half-Price Shopping

You may purchase  
up to **FOUR** regular-line items at **HALF PRICE**

## Star #3

Choose up to **FOUR** items at Half Price

List your favorite item choices:

\_\_\_\_\_  
\_\_\_\_\_



# Star #4 Hostess Only Collection

You may qualify to purchase up to **FOUR** "Hostess Only" discounted items



Choose additional "Hostess Only" Items featured in our catalogs.

## Star #4

Qualify for up to **FOUR**  
"Hostess Only" items at a discount!

List your favorite item choices:

\_\_\_\_\_  
\_\_\_\_\_



# ☆ 5 Booking Awards

Awarded AFTER bookings are held within 30 days and qualify with minimum \$200 net sales each.

1<sup>st</sup> Booking - \$50.00 for only \$5.00

2<sup>nd</sup> Booking - \$50.00 for only \$5.00

3<sup>rd</sup> Booking - \$100.00 for only \$10.00

**With 3 Bookings, receive a \$200 Shopping Spree for just \$20!**

*Tax and transportation must be paid on booking award credit.*

## three booking gifts

Choose one of the following options absolutely FREE after three bookings are held and qualified within 30 days of your show.



An exquisite item from our Three Booking Gift collection.

OR



Any one regular-line item valued up to \$100

*Choose from additional "Three Booking Gift" items featured in our catalog.*

## Star #5 BOOKING AWARD

Three bookings = a \$200 Shopping Spree for just \$20 (+tax & trans)

(Bookings Awards are redeemed after bookings are held) List your favorite item choices:

\_\_\_\_\_

\_\_\_\_\_

FREE 3 Booking Gift \_\_\_\_\_ VALUE \_\_\_\_\_

DIRECTOR (e-mail & phone #)

SHOW DAY / DATE:

SHOW TIME: \_\_\_\_\_

- Net sales must be \$200 or more to qualify for any hostess credits or awards. The customer \$12 bonus items, "Hostess Only" purchases and any discounted promotional items do not count toward net sales total.
- A minimum of \_\_\_% down payment of the total (including tax and transportation) is required on each show.
- A hostess pays sales tax on free hostess credit and on any discounted purchases/promotional items, plus transportation fee.

PARKLANEJEWELRY.COM  
100 E. Commerce Dr. Schaumburg, IL 60173  
800-621-0088



01/2014 SUPPLY #2003

park lane JEWELRY SINCE 1955

# ☆ 5 Star hostess plan

## hostess hints checklist

- Return completed list within three days. *Be sure to over invite.*
- Obtain absentee orders. *Collect payment for order.*
- Prearrange bookings. *Ask those unable to attend to date a show for you.*
- Call to remind each guest about the show several days before the show.
- Encourage everyone to "bring a friend!"
- Recommend someone who might like to hear about Park Lane. Receive \$50 in free jewelry when they qualify as a Park Lane director.
- Don't forget to invite F-R-A-N-K!

Friends  
Relatives  
Acquaintances  
Neighbors  
Kids contacts

### INVITE BY PHONE:

"Hi, \_\_\_\_, this is \_\_\_\_. Do you have anything planned for next Thursday evening?" (Wait for response) "I'm having a Park Lane jewelry show, and I would love for you to be there. By the way, who do you know who loves jewelry?" (Wait for answer) "Great! Please invite them to come with you. The show is on \_ and it starts at 7 pm! I can't wait to see you!"

### PHONE CALL and TEXT FOLLOW-UP:

Make reminder calls/text and confirm attendance to plan your seating and refreshments. "I'm planning the seating and refreshments for my show, and I am calling to confirm that you are coming." (Wait for response) "Wear an outfit that you would like to accessorize! By the way, are you bringing a friend?" (Wait for response) "Great! I am looking forward to seeing you on \_\_\_\_\_."

over **50** thank you awards